

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 EUR-12 /030 W

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R 010712Z JUL 75

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 2289

USDOC WASHDC

LIMITED OFFICIAL USE TEHRAN 6272

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJECT: TRADE OPPORTUNITY REPORT: 68 SETS MOBILE CRANES

REF: TEHRAN 4210

1. A.C. GUCKENBERGER, SALES REPRESENTATIVE, FMC CORP.,
CONSTRUCTION EQUIPMENT INTERNATIONAL DIVISION, 1201 SIXTH
STREET SOUTHWEST, CEDAR RAPIDS, IOWA 52406(TEL. 319-298-3200)
SENT LETTER DATED JUNE 17 TO COMATT EXPRESSING EMC'S DESIRE
PARTICIPATE SUBJECT TENDER, STATING THAT SPECS WERE WRITTEN
AROUND COLES CRANES(UK) AND REQUESTING EMBASSY TO ATTEMPT
PERSUADE PORTS AND SHIPPING ORGANIZATION(PSO) TO LIBERALIZE
SPEC TO ENABLE FMC AND OTHERS TO BID.

2. EMBOFF CALLED ON PSO PROCUREMENT DIRECTOR JUNE 30 TO
INQUIRE RE QUESTION ON SPECS. PSO OFFICIAL STATED TENDER DOCU-
MENTS WERE PREPARED IN ACCORDANCE WITH B.S. INTERNATIONAL
STANDARDS. DEPARTURE FROM STATED SPECS IS PERMITTED ACCORDING
PP. 3 AND 4 OF TENDER DOCUMENT. BULGARIAN, SOVIET AND EUROPEAN
FIRMS WILL SUBMIT PROPOSALS. DEADLINE FOR SUBMISSION BIDS EX-
TENDED TO AUGUST 2. POSTING OF RIALS 10 MILLION GUARANTEE BOND
REQUIRED.

3. PSO OFFICIAL ALSO SHOWED EMBOFF LETTER DATED MAY 20 FROM
L.E. SCHADE OF FMC(SAME ADDRESS) WRITTEN TO LOCAL AGENT IRAN
HYSTCO. AGENT FORWARDED LETTER WITH SUMMARY TRANSLATION TO
MANAGING DIRECTOR PSO. THIS LETTER AGAIN STATES THAT SPECS WERE
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WRITTEN AROUND COLES, REQUESTS AGENT TO APPROACH PSO RE LIBERALI-

ZATION OF SPECS, AND SAYS THAT TENDER PROCEDURE QUOTE SOMEWHAT INDICATES THAT COLES AND SOMEONE OF THE PORT AUTHORITIES HAVE DECIDED TO KEEP EVERYONE ELSE OUT. END QUOTE. PSO OFFICIALS BELIEVE THIS COMMENT UNWARRANTED AND OFFENSIVE, PARTICULARLY IN VIEW OF RECENT GOI ATTEMPTS TO ELIMINATE GRAFT AND UNETHICAL PROCEDURES. FMC WILL, THEREFORE, BE DISQUALIFIED FROM SUBJECT TENDER UNLESS US FIRM WRITES LETTER TO PARVIZ SAFFARI, MANAGING DIRECTOR, PORTDQ AND SHIPPING ORGANIZATION, 262 SHAHREZA AVE., TEHRAN, RETRACTING STATEMENT AND OFFERING EXPLANATION.

4. ACTION REQUESTED: (A) REQUEST COMMERCE CONTACT FMC RE ABOVE. SINCE FMC MAJOR SUPPLIER TO PSO, US FIRM WILL LIKELY WISH TO TAKE CONCILIATORY POSITION. (B) REQUEST USDOC ALSO CONTACT OTHER US BIDDERS RE EXTENSION BID DEADLINE AND OTHER INFO PARA 2.
HELMS

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Message Attributes

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Disposition Authority: johnsorg
Disposition Case Number: n/a
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Margaret P. Grafeld
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